

9th. May, 1928

Dear Mr. Lobenhoffer

I have received all your letters the last being dated April 2nd. and contents, as usual have had my best attention.

I have been so pressed with work that time is short for all I have to do ! and I must ask you to excuse my delay in answering you.

GOMES FILHO & Cia. - This matter is liquidated now and you will not be surprised to know that Itagyba has let the firm and Arthur, is alone to work their interior business.

SOARES & Co. - Find the situation dangerous and will not start yet exporting.

Cia. NACIONAL - The Cia. is quite willing to offer you all you want, and regret that prices rising always, business has not been possible. You may be sure that prices for you are on the same basis as Behrens without commission. For Danon the basis is same as yours.

Now, confidentially, Behrens sold at the start below our offer 1/- and the difference was debited to him and the Milan Agent has likewise done the same thing.

Now, very confidentially, you know how this Cia. was organised and on what basis and you are aware of our close connections with S. Paulo, and how powerful are their resources and I must impress on you that coffee will not be allowed to fall to any extent, but at present prices will be pushed still further and I was sorry you did not accept our first offer.

Next crop is small Rio 2/3 rds. of last crop and Santos 7 1/2 millions and Victoria about 750.000Bs. I do not think you should be afraid of coffee.

I wish you would give me a private cable address for my wiring you. Can it be so ? Mr. Charles R. Murray, (he does not figure on the list of the Co.) is sailing by the Almanzora for a few months visit to Europe and will be in London. I would like very much if you could get in touch with Mr. Murray who will be constantly with Lazard Brothers.

Companhia Nacional de Commercio de Café

RIO DE JANEIRO

for who is agent here, but I do not wish Mr. Murray to know that I have written to you on the subject.

With many "lembranças" to Mrs. Lobenhoffer from my family, and best regards to Mr. Schoeberlein,

I remain, Dear Mr. Lobenhoffer,

Yours very sincerely,

Kindly renew my subscription to the Illustrate London News.

DUPLICATA

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